



Hillenbrand **CASE STUDY**

Manufacturing Company Assembles the Right Healthcare Strategy

Hillenbrand, a global manufacturing company, partners with Vital Incite and saved over \$2 million in healthcare spend.



SITUATION

Hillenbrand is a global manufacturing company with **3,500 employees** and locations spanning over **48 states**. The company was struggling to identify what was driving their **rapidly rising pharmacy spending**. Hillenbrand was unable to determine if the increase was due to medication choices, drug costs, PBM inefficiency or increased demand from member illnesses.

They made significant investments in 3 on-site clinics, but all reporting was provided by the vendor with **little transparency of objective impact**.

The company had data analytics tools in place but **did not have the ability to capture the data across their programs or implement actionable strategies based on the data**.

STRATEGIES

The Vital Incite team gathered and analyzed data from their PBM, on-site clinic and wellness vendors, as well as medical plan and utilization data.

The data identified that their group carried higher risk than normal and that their **spending was impacted by poor direction of care and a continued increase in the number of high cost claimants from a lack of early intervention**.

The historical data Vital Incite received also showed that the client's **on-site clinic had very low participation, but high visit counts to refill medications**. The clinic also had little impact on improvement of chronic condition control.

As a result of this analysis, **a new partner was selected for the clinic with specific performance guarantees in place and expanded services for preventive and primary care**.

In order to improve clinic provider efficiency, but not reduce the perceived value of this benefit, **Vital Incite adjusted their onsite clinic pharmacy strategies and added a mail order option for chronic condition management** to reduce clinician time spent handing out medications.

Vital Incite also suggested adding additional resources to secure specialty medications and maximize the benefit of copay assistance. The client also changed to more restrictive Rx formulary and added pharmacogenetic testing to help identify most efficient medication use.

RESULTS

Other strategies created more medical spend efficiency resulting in Hillenbrand ending 2021 **10% below budget**.

The company also experienced a **16% decrease in their PBM spend** and the impact of their strategies with specialty medications provided a **\$1.9M savings**.

The client is also **more cost efficient than benchmarks for their entire population**, as well as those with diabetes and hypertension. They now are seeing better success in controlling A1c levels and Blood Pressure levels than benchmarks.

The group is still working on improving compliance with wellness exams, but **preventative screening compliance has improved from 30% to 38% over a three-year period** and the older population is becoming the most compliant. The new onsite clinic partner was able to **increase their wellness compliance 19%** over historic years in just their first year.

The client's total PMPM spend is now beating the national average.



The company experienced a **16%** decrease in PBM spend and a **19%** increase in wellness compliance.

The impact of their strategies with specialty medications provided **\$1.9M in savings**.



VITAL**incite**

making health an asset